

The Knowledge Bank at The Ohio State University
Ohio State Engineer

Title: Back Matter

Issue Date: May-1927

Publisher: Ohio State University, College of Engineering

Citation: Ohio State Engineer, vol. 10, no. 4 (May, 1927), 35-36.

URI: <http://hdl.handle.net/1811/33897>

Appears in Collections: [Ohio State Engineer: Volume 10, no. 4 \(May, 1927\)](#)

'27

Get work that you can respect,
where they respect you.

Technical Industry welcomes the men from
professional schools; believes in the value of
their training; expects much of them, but no
more than they must expect of themselves.

Some day you will come back—with every
reason to be proud of yourself, we hope.

THE TIMKEN ROLLER BEARING CO., CANTON, OHIO

Sales engineering is broadening work, well rewarded.
As an expert in your own line you come into intimate
touch with the technical problems in many other lines.
Applications are invited from men ambitious to employ
their professional training in the industrial sales field.



Sullivan General Sales Conference, Michigan City Plant, January 1927

Is this *your* Opportunity?

EACH YEAR, the Sullivan Machinery Company selects a number of engineering graduates to augment its sales force. If you are interested in sales work, this may be your opportunity. It is an opportunity which many young engineers have already grasped. Previous announcements have told you about the Company, the industries it serves, the equipment it manufactures.

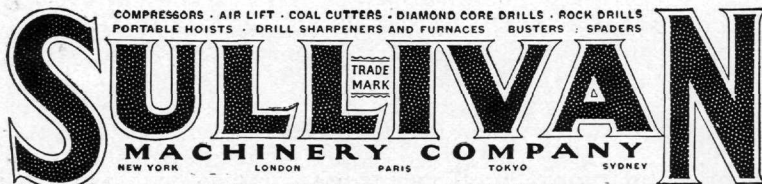
The Company is a large one, large enough to provide abundant room for you to grow in, to develop your ability, to reward you as amply as you may deserve. Yet it is not too large to prevent personal contacts between the younger men and the executives in charge of the Company's policies and progress.

The Company has certain standards to maintain—in the excellence of its products, in dealings with its customers, in its relations with its own people. Men for its sales staff are chosen because their record indicates they will help to maintain these standards.

The new men receive factory training in the construction and use of Sullivan equipment. At the same time they study selling methods and problems. They are then given some field experience, next assigned to a sales office under a veteran manager, where they complete their sales training, and finally given a definite territory to cover.

Pay starts when the new man begins his factory work. Salesmen are paid a salary and a commission on sales. The chances for advancement are good, depending largely on the ability and character shown by the individual. Assignment to the foreign staff is one possibility which appeals to some men.

This may be the opportunity you are seeking. If interested write for booklet "Sales Engineering Opportunities," to our general offices at Chicago.



164 South Michigan Avenue, CHICAGO

SALES OFFICES IN THE UNITED STATES

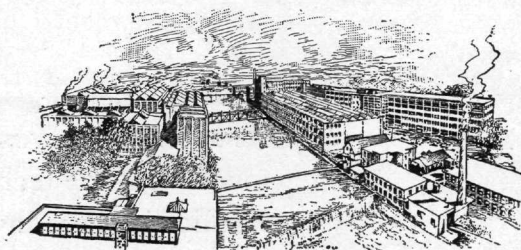
Birmingham, Ala.; Boston, Mass.; Butte, Mont.; Claremont, N. H.; Cleveland, Ohio; Dallas, Texas; Denver, Colo.; Duluth, Minn.; El Paso, Texas; Huntington, W. Va.; Joplin, Mo.; Knoxville, Tenn.; Los Angeles, Calif.; Muskogee, Okla.; New York; Pittsburgh, Pa.; Pottsville, Pa.; Salt Lake City, Utah; San Francisco, Calif.; Scranton, Pa.; Spokane, Wash.; St. Louis, Mo.; Terre Haute, Ind.

FOREIGN SALES OFFICES

Algiers, Africa; Antofagasta, Chile; Brussels, Belgium; Calcutta, India; Durban, Natal; Honolulu, Hawaii; Johannesburg, Transvaal; Katowice, Poland; Lima, Peru; London, England; Madrid, Spain; Manila, P. I.; Mexico City; Oslo, Norway; Paris, France; San Juan, Porto Rico; Santiago, Chile; Shanghai, China; Sydney, Australia; Tokyo, Japan; Toronto, Canada; Turin, Italy; Vancouver, B. C.; Wellington, New Zealand.

Engineering school affiliations of some of the men in this picture

F. K. COPELAND, M. I. T., '76.....President
A. E. BLACKWOOD, Toronto, '95.....Financial V. P.
H. T. WALSH, W. P. I., '00.....V. P. Sales
R. B. HOSKEN, Michigan, '10.....Gen. Sales Mgr.
B. B. BREWSTER, M. C. M., '11.....Mgr. Salt Lake City
J. A. NOYES, M. I. T., '12.....Mgr. Duluth
MATT BRODIE, M. I. T., '02.....Asiatic Manager
H. A. LINCOLN, Cornell, '13.....Works Manager
F. D. HOLDSWORTH, W. P. I., '88.....Air Compressor Engr.
R. T. STONE, M. I. T., '12.....Mgr. Cleveland
J. E. M. SCHULTZ, Mo. S. M., '11.....Mgr. Dallas
C. B. OFFICER, Yale S., '12.....Chief Engr.
A. Y. HOY, M. I. T., '05.....Mgr. London
E. J. ROSSBACK, Ill., '12.....Mgr. Paris
P. D. CORNELIUS, Kans. U., '23.....Sales Engr. St. Louis
J. F. KENDRICK, Yale S., '15.....Gen. Sales Engr.
R. S. WEINER, U. of Colo., '09.....Asst. Engr. Chicago
R. B. APPLGATE, Ill., '25.....Sales Engr. Milwaukee
JOSEPH H. BROWN, M. I. T., '05.....Mgr. Chicago
R. E. BENEDICT, M. C. M., '11.....Sales Engr. Pittsburgh
O. J. NESLAGE, Ill., '16.....Mgr. Mexico City
D. B. MARTIN, M. I. T., '25.....Sales Engr. Cincinnati
C. REEVES, Colo. S. M., '24.....Sales Engr. N. Y.
C. H. TIPPING, Maine, '12.....Sales Engr. Evansville
J. H. EMRICK, Purdue, '16.....Mgr. Denver
C. L. DUNHAM, Kans. U., '24.....Sales Engr. Huntington
A. G. COLLINS, U. of Colo., '17.....Sales Engr. Oklahoma City
J. H. COLE, Vermont U., '22.....Sales Engr.
L. R. CHADWICK, M. I. T., '06.....Mgr. N. Y. City
E. E. EDDY, Wash. State C., '26.....Sales Engr., Spokane
J. W. SANFORD, Purdue, '22.....Asst. to C. E.
M. S. SLOMAN, Mich. U., '12.....Sales Engr. Pittsburgh
D. M. SUTOR, Wisc., '00.....Mgr. St. Louis
A. G. QUADE, Mich. U., '25.....Sales Engr. Huntington, W. Va.
E. W. NOYES, M. I. T., '21.....Mgr. Scranton
J. A. McMASTER, U. Toronto, '23.....Acting Mgr. Sydney, N. S. W.
J. W. KUSHING, Mich. U., '25.....Sales Engr. Knoxville
R. T. BANKS, M. C. M., '11.....Mgr. Spokane
R. SHEPPARD, So. Dak. S. M., '25.....Sales Engr. Cobalt, Ont.
C. S. MUNNS, M. C. M., '22.....Sales Engr. Chicago
A. G. MITCHELL, Ill. U., '00.....Sales Engr. St. L.
J. D. UPHAM, Cornell, '74.....Treasurer



Part of the Claremont, New Hampshire, Works

“What’s the future with a large organization?” That is what college men want to know, first of all. The question is best answered by the accomplishments of others with similar training and like opportunities. This is one of a series of advertisements portraying the progress at Westinghouse of college graduates, off the campus some five—eight—ten years.



Frenger Came Here to Sell



R. F. FRENGER

WHEN R. F. Frenger was at New Mexico State, in 1915, automatic control for sub-stations, hydro-electric generating plants, railway and mine sub-station systems, was a hazy dream. Even five years later, when Frenger was working in the Switchgear Sales Section of the Westinghouse Company, automatic switching was far, far away.

Today, however, Frenger, still in his thirties, finds himself in effect the Sales Manager of an automatic switching business—a business that runs up into seven figures every year.

Frenger came to Westinghouse to sell. He expected to sell steam apparatus, since he had taken an M. E. degree.

After a period in the Westinghouse sales school, he became interested in switching apparatus. He spent months on the engineering side of the work. He spent several years as a sales specialist in the Westinghouse Chicago Office.

Then, as automatic switching grew in importance, Frenger grew along with it. Today he is head of the Automatic Switching Section of the Switchgear Sales Department.

Frenger’s work is pioneering in a very real sense, for the automatic control business, lusty as it is, still is in its infancy. Engineering ways and means must be supplied as well as specialized

sales skill. The whole world is the market.

Not long ago Frenger ran out to San Antonio to help the local Westinghouse salesman land an order that puts the San Antonio sub-stations under automatic control. When the Holland vehicular tunnel opens, and connects Manhattan with the Jersey shore, Frenger can point to the traffic signaling system as coming from his section.

At Cleveland one man in a downtown office building turns off and on eleven different sub-stations scattered throughout the city and its suburbs to operate the railway system—all without leaving his chair. Frenger’s section again.

It is another case of a well trained man in a pioneering organization.

Westinghouse



Any industrial worker
who moves things by
hand is doing work that
Electricity can do for
about 2 cents an hour



More than 60 per cent of the mechanical power used by American industry is applied through electric motors. But the electrification of the tasks performed by man power has hardly begun. Electric power not only saves dollars; it conserves human energy for better purposes and raises standards of living. College men and women may well consider how electricity can lessen the burdens of industry and of farm and home life.



You will find this monogram on all kinds of electric equipment. It is a symbol of quality and a mark of service.

GENERAL ELECTRIC
GENERAL ELECTRIC COMPANY, SCHENECTADY, NEW YORK

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